



Stuff the Bus

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annual event, filling boxes with food as we enter the holidays.

Pen Argyl High School's Character Education Program made contact with Feed the Children in Bethlehem and they have donated 12 Pallets of items that will be included in the Thanksgiving Food Boxes.

Pen Argyl Area High School Students unpacked the "stuffed" bus on Friday to prepare boxes of meals that will provide families with multiple meals over the Thanksgiving holiday.

The event is organized by Families First of Pen Argyl and provides nearly 100 families with meals, especially this year, as the impact of this pandemic is an added stress to our families in need within the Pen Argyl School District.

Grand Central team members, led by scalehouse attendant Tami Hill-Shelly and Sr. Community Relations Specialist, Adrienne Fors organized a last minute event

for the Pen Argyl Area High School when High School Principal, David Domecheck reached out last week worried that the school didn't have the room to host a generous donation from Feed the Children which included 12 pallets of food.

The Pen Argyl High School's Character Education Program made the contact with the Feed the Children in Bethlehem, not anticipating that there would be such a generous donation. This excited the Grand Central team and everyone from the landfill and hauling team members jumped in to support the 4th annual Stuff the Bus food distribution benefiting families enrolled in the Families First of Pen Argyl program – a program that provides meals, clothing and other necessities to families in need within the district. This year's event was extra special as new donors joined the efforts to provide meals to the families.

Donations from Nestle Waters, International Polymers Corporation, the Slate Pub, Waste Management, Woodstone Country Club, Pen Argyl Area School District Students and Families, Pen Argyl Area School Faculty and other individuals added to the success of this annual event, fill boxes with food as we enter the holidays.



Ken Field

Owner of Slate Belt Energy Services

Exclusively in the Blue Valley Times

Who Wants a Worthless Guess?

Once during a seminar I was attending the presenter asked who used the practice of giving free estimates. Almost every hand in the room went up. He asked a few questions about why we all used the practice and the general consensus was that everyone else did and it generates sales sometimes so why not. After all, who would want to pay for something that they could get for free?

Then he broke it down a little further. He suggested that the word free really means worthless. If something had value, why would anyone just give it away? The word estimate really means guess. So when you need a new heating system call us for a worthless guess at what it will cost. That just doesn't have the same ring as free estimate.

Even though things are not as bleak as this example paints them, far too many companies do not put the effort into an estimate that they should. It takes me at least a half hour to prepare an accurate estimate after I gather all the information I need and it is rare for me to offer only one option. The best option usually costs more but it is usually far superior to any other way I could get the job done. For me, overall efficiency is the goal. That means

sizing the equipment correctly and eliminating any conditions surrounding the system that are improper and/or wasteful. This practice invariably takes me out of the competition with the people who plan on only cutting 2 pipes and 2 wires or hacking ductwork apart and taping it back together. I don't get any satisfaction from someone picking a cheap price and getting a crappy job because they will be stuck with it for a long time.

I was told many years ago to never email or mail an estimate but only to sit down with the homeowner and present the proposal. That's cool but it adds pressure they don't really want or need and it is hard to make happen many times. I don't sell to them. They choose to buy from me. There is never a charge for this because I factor it in to the cost of doing business. One thing that really gets on my nerves is a lack of acknowledgement after I send a proposal to someone. Most people reply when they get it to let me know and some say thanks or take a hike but the ones who never say anything, even after me asking again for a confirmation, show how little they appreciate the time I spent and the service I have provided.

Ken Field is the owner of Slate Belt Energy and Field's Service, Inc. As a certified energy rater and contractor, he is qualified to assess every aspect of energy usage and prescribe solutions to save energy. He can be reached at 610-759-6306 or email Ken@FieldsService.com

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Happy Thanksgiving

The Holidays are about gathering together with friends And family. It's also a time of reflection and gratitude. With this in mind, we wish you and your family a very Happy Thanksgiving.

Joe & Nancy Kessler, Corinne Graff, Colin Kessler, Dean Carnes, Bruce Ferretti, Richard Hartzell, Michelle Rowe, Kelly Neetz, Frank Comunale Jr. & Shanel Garrison

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Content Sale

Columbia Self Storage will sell the contents of the occupant's leased space at public auction to satisfy the owner's lien on StorageTreasures.com all personal property stored in this facility by: Chris Handelong, unit 149, consisting of boxes, furniture and misc. items. Items will be offered for sale by auction to the highest bidder for enforcement of storage liens.

Auction will be held at 9AM, Tuesday, December 8th, 2020 on StorageTreasures.com.

All auction sales are FINAL. Cash only and paid at Columbia Self Storage, 1059 Pennsylvania Ave., Pen Argyl, PA 18072. Columbia Self Storage reserves the right to refuse any bid.

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